



LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #2 – 2018

The first two months of 2018 have shown a slight increase in county-wide sales of automobiles with light duty truck sales up, and passenger vehicle/sedans down a little bit. GLANCA continues to contract with Auto Outlook to provide sales data for all our dealer members, to help keep them informed of trends. We send monthly and quarterly reports via email to all our dealer members. Be sure to scroll to the bottom of this newsletter to see the latest.

The recent gathering of dealers at the annual NADA show and convention in Las Vegas in March, revealed that the issues we face at the local and state levels, are very similar to what dealers contend with at the national level. Vehicle autonomy and ride sharing, and understanding the triangular relationship between dealers, automakers and elected officials is a constant reminder of the need for dealers to stay engaged as association members.

There is an opportunity to lend our voices coming up in May in Sacramento, in meetings with elected officials at the state level, and we encourage you to attend. Smaller meetings with state assembly/Senate members in district (in dealerships) are another way to lend our voice to the legislative prospect. Stay tuned for more information.

Early preparation for the 2018 Los Angeles Auto Show are underway, and membership in the association is the way to maximize taking advantage of a ticket package that is designed to drive sales

prospects to your showroom floors. ***Don't miss out on our early bird renewal package and all the other association benefits that come with membership.***

We look forward to seeing you soon, and please call to set up an in-dealership meeting to hear more about how to maximize the work the association is doing for our industry.

All the best,



Fritz Hitchcock
President



Bob Smith
Executive Director



Study Says Car Shoppers Want to Start Online, But End at Dealership

By Steve Finlay | WardsAuto



According to some popular opinion, car-shopping nirvana for consumers would be the ability to avoid going to the dealership. Instead, they would click online to buy. Then a purchased vehicle would show up in their driveway.

But a new study indicates that's not a real-world sentiment. The survey says most consumers want to go to the dealership and perceive the salespeople as valuable consultants. However, nearly 90% of shoppers want to begin the process online.

“Skipping the dealership is a myth,” says Mike Burgiss, vice president-digital retailing at Cox Automotive. Its brands include Autotrader, Kelley Blue Book, Dealertrack and Dealer.com.

Eighty-three percent of survey respondents say they want to start their car-buying journey online and 89% say they want to finish it at the dealership, according to Cox's Future of Digital Retail Study.

“It's a two-step process, both steps involving digital,” Burgiss says. “By the way, it is more profitable for the dealer to streamline the process from negotiation to confirmation.”

Accordingly, online marketplace Autotrader is rolling out a revamped website with various enhancements and new features. Those include a function that allows users to start a deal online, including price negotiating.

That allows consumers to start “self-penciling” a deal, including looking at a particular vehicle's starting price, obtaining trade-in values, reviewing their creditworthiness and learning about potential vehicle incentives.

They then can submit that deal to a dealer, going back and forth to reach a mutually beneficial agreement.

Burgiss says that feature addresses a car-buying pain point: It usually takes too long. “It takes about three hours, and a lot of that is negotiation,” he says. The online deal making aims to speed things up.

Other features of Autotrader's revamped website include:

Faster loading times and a new look consistent across desktop, tablets and mobile devices. Integration of Kelley Blue Book's Price Advisor. It gives consumers data-driven vehicle pricing information and market ranges.

Upgraded personalization drawing on tracked shopping behavior and vehicle interests.

The personalization part is important because most modern consumers want and expect it, particularly young people, says Jessica Stafford, an Autotrader veteran who in December became the brand's general manager.



“Millennials expect you to know them,” she says. “And they expect to shop online for cars much the same way they shop for shoes.”

Stafford recalls a previous Autotrader new-website launch of 14 years ago. “We were up in the middle of the night when we released it. It was the beginning of real digital advances.”

She studied advertising at the University of Florida and now teaches a digital-marketing course at the University of Georgia. “The core of advertising remains the same, but now we're using high-tech tools to connect to people and make data work for everyone involved,” she says. □

Canyon High School In Santa Clarita Represents LA County in 2018 National Auto Tech Competition



Competing in the 2018 National Auto Tech Competition and representing Los Angeles County is the team from Canyon High School in Santa Clarita. The competition will be held April 2-4 at the New York Auto Show and 40 teams from throughout the country will be participating.

Ben Goosens and Addison Tustin are the students led by instructor Pete Ciccone. The team is being mentored by the Folks at Valencia Acura including owners Cheri and Don Fleming and service manager Russ Stevenson

The team qualified for this event after winning a two-stage local area competition that took place in October and December 2017.


The association sponsors and promotes this event and is committed to workforce development for new car dealers and students at all levels in a wide range of car dealership career opportunities that exist!



GLANCD A is grateful for Valencia Acura's training support of the team from Canyon High School here at the National Automotive Tech Competition at the New York International Auto Show.

'Texting Do's and Don'ts in the Dealership'


GLANCDA hosts dealer education event

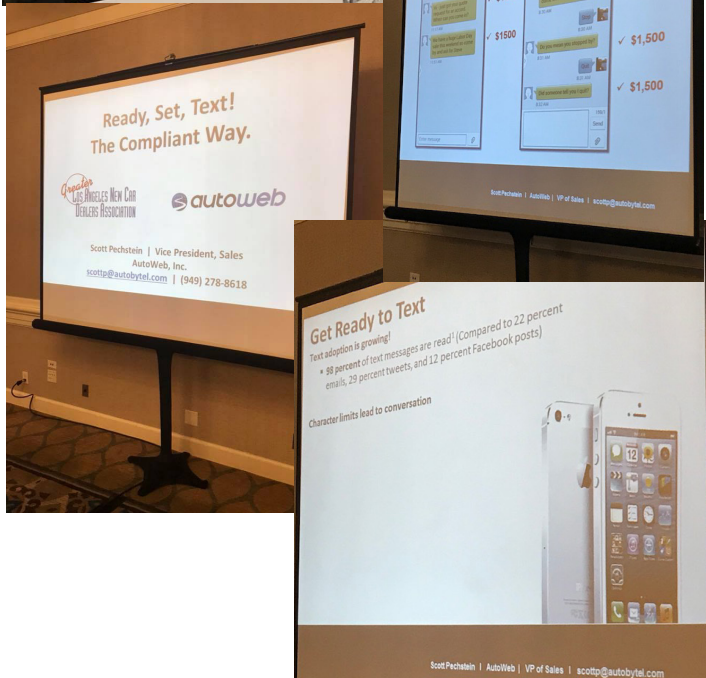
On March 14th, GLANCDA hosted a dealer education event at the Sheraton Universal Hotel entitled: "Texting Do's and Don'ts in the Dealership." The seminar was led by Scott Pechstein of AutoWeb. 



Leadership Roundtable With Congresswoman Norma Torres

GLANCDA Executive Director Bob Smith joined a delegation of business leaders to discuss transportation infrastructure, affordable housing, new vehicle affordability, and other issues, with congresswoman Norma Torres (district 35).

GLANCDA is a five-year member of Biz Fed, and participates with elected officials in roundtable discussions, on behalf of all its dealer members. The collective voice of the group helps serve the mutual business concerns, and objectives, of various groups throughout Los Angeles County. 



The Best of The Best Compete for the Title “Top High School Auto Tech in New York”

By Eddie Gazzillo via LinkedIn



Each year at GNYADA's Center for Automotive Education, the most highly-skilled high school automotive students in the metro area gather to compete in the New York Automotive Technology Competition and vie for a spot in the National Automotive Technology Competition. This two-part competition tests students' skills and knowledge by requiring them to diagnose and repair various automotive issues, all under a ticking clock.

“The student technicians competing at the New York Auto Tech Competition are among the best out there,” explains Eddie Gazzillo, Executive Vice President of GNYADA and the Competition's Executive Director. “They are talented, driven, and know exactly what they want. That is precisely the kind of workforce the industry is craving.”

Ever since its inception in 1991, the New York Auto Tech Competition has been a trademark of New York's automotive industry. The competition was developed by the Greater New York Automobile Dealers Association as a way to help abate the lack of skilled automotive technicians and to create an atmosphere of innovation and progress in public school vocational programs.




Continued on next page

Continued from page 5

“The New York Auto Tech Competition is about recognizing the accomplishments of the next generation of technicians,” adds Gazzillo. “By rewarding the hard work and dedication these students have put into becoming the best technicians they can be, GNYADA is investing in both their individual career goals and the future success of the industry.”

More than 40 teams entered the competition and in the end, students Joe Musial and Tyler Witkowski from Orange-Ulster BOCES came in first place. The duo from Orange-Ulster BOCES will go on to represent GNYADA at the National Competition where they will match their automotive knowledge against teams from across the Nation, Canada, and China.

The National Automotive Technology Competition will take place during the New York International Auto Show at the Jacob Javits Center on April 3rd and 4th. For more information on the National Automotive Technology Competition visit www.nationalautotechcompetition.com. 



Porsche subscription model is working and it's attracting younger drivers, exec says

By Kellie Ell, CNBC

- Porsche Passport, the luxury car's subscription service, is attracting younger drivers to the company.
- "We engage people with a brand that they usually wouldn't," says Klaus Zellmer, Porsche North America CEO.
- The company has had eight years of consecutive growth and a market cap that is nearly 42 larger than last year.

Porsche Passport, the luxury car brand's subscription service that began in Atlanta last November, is attracting younger-than-expected drivers to the 87-year-old legacy company.

"We engage people with a brand that they usually wouldn't," Klaus Zellmer, CEO of Porsche North America, told CNBC's Phil LeBeau while in New York City for the 2018 New York International Auto Show.

"We're conquering a target group, and engaging them with a brand, who do not want to commit to a three-year lease. They just want to go month by month and are willing to spend for that," Zellmer said.



Source: Porsche Porsche Boxster S

Porsche Passport, which provides subscribers with access to Porsche vehicles via a mobile app, is currently only available in Atlanta, home to Porsche's North American operation, as well as Clutch Technologies, the company hosting the app.

The month-to-month subscription gives customers two price options: A flat fee of \$2,000 or

\$3,000. The subscription includes a \$500 activation fee and credit check, and covers vehicle tax and registration, insurance, unlimited mileage and maintenance. Smartphone users can download the app and begin using the same day or schedule future rides.

The program may be part of what's giving the company a boost in an otherwise grim industry. While U.S. new vehicle sales fell 2 percent in 2017, Porsche's sales in the U.S. had its eighth consecutive year of growth. The company's overall value increased nearly 42 percent, as market cap shot up to \$24.457 billion this month, compared with \$17.26 billion last March.

Zellmer said the growth can be attributed to many things, including tax reform and modern lifestyle habits.



Source: Porsche
Porsche Concept Study Mission E

"It's driven by the overall economy," he said, and called 2017 a "fantastic year" for Porsche, a unit of Volkswagen.

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Continued from page 7

Meanwhile, competitors are struggling. Fiat Chrysler's sales fell 13 percent in January and another 1.4 percent in February. Ford's sales dropped 6.6 percent in January and 6.9 percent last month. And General Motors' sales were up 1 percent in January, but then fell 6.9 percent in February.

U.S. auto sales likely rose 0.4 percent in March, compared with the same time last year, J.D. Power and LMC Automotive said Wednesday. But the increase is most likely caused by increased consumer discounts, something analysts say is not sustainable. Sales are expected to drop even further for the remainder of 2018.

Zellmer said the majority of the subscription program's customers choose the more expensive tier, giving them access to 22 different models of high-performance sports cars and SUVs that can be "flipped whenever you want." And more than 50 percent of subscribers, he said, are new to Porsche. ■



Phil LeBeau | CNBC

A Porsche 911 GT3 at the new test track Porsche Concept Study Mission E

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Hitchcock Automotive Resources

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Member Luncheon & Annual Meeting
Thursday, June 21, 2018
 Featuring Keynote Speaker, Elizabeth Smart

DATE: Thursday, June 21, 2018
TIME: 11:30am – 2:00pm
LOCATION: Sheraton Universal Hotel
 333 Universal Hollywood Drive, Universal City

ATTENDEE REGISTRATION:

Member Ticket: \$100
 Table of 10: \$800
 Non Member Ticket: \$150
 Table of 10: w/\$1,000



Please complete and return the registration form below by June 1, 2018
[RSVP deadline: June 1, 2018 (No refunds shall be made after June 1, 2018)]
Cancellation Policy: Cancellations must be submitted in writing to Natalie@camgmi.com]

DEALERSHIP/COMPANY		CONTACT PERSON	
DEALERSHIP ADDRESS			
CONTACT E-MAIL		TELEPHONE	FAX

LIST ATTENDEES

FIRST NAME	LAST NAME	TITLE	DEALERSHIP/COMPANY	E-MAIL
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
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10.				

FOR CREDIT CARD
 (PLEASE FAX TO 916-924-7323, DO NOT E-MAIL THE FORM)

Total Due: _____

Name on Card _____

Card Number _____

Billing Address _____ Exp. Date _____

Card Holder Signature _____

MAKE CHECK PAYABLE TO GLANCD A AND MAIL TO ADDRESS BELOW

GLANCD A Management Office
 2520 Venture Oaks Way, Suite 150
 Sacramento, CA 95833

Greater Los Angeles New Car Dealers Association
 Contact Us: Phone (213) 748-0240 | Fax (916) 924-7323
 bob@glan cda.org | www.glan cda.org



Member Luncheon & Annual Meeting

Thursday, June 21, 2018

Featuring Keynote Speaker, Elizabeth Smart

SPONSOR FORM

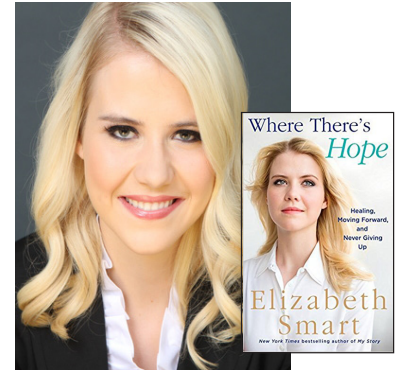
SPONSORSHIP AND DEALERSHIP TABLE FEES AND DETAILS:

Sponsorship: \$1,250

- (4) free attendees with sponsorship; (5) free attendees if one is a dealership principal/owner sitting at table
- Recognition during event
- Print & digital marketing on pre- & post-event materials

ADDITIONAL DEALERSHIP OPPORTUNITIES:

- Dealership Member Table: \$800 (10 people)
- Dealership Non-Member Table: \$1,000 (10 people)



11:30am – 2:00pm
Sheraton Universal Hotel

333 Universal Hollywood Drive, Universal City

Please complete and return the registration form below by June 1, 2018

[RSVP deadline: June 1, 2018 (No refunds shall be made after June 1, 2018)]

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DEALERSHIP/COMPANY		CONTACT PERSON	
DEALERSHIP ADDRESS			
CONTACT E-MAIL		TELEPHONE	FAX

SPONSOR OR DEALER TABLE ATTENDEE - (4) FREE WITH SPONSORSHIP - (5) FREE IF ONE IS A DEALERSHIP PRINCIPAL/GM SITTING AT TABLE

FIRST NAME	LAST NAME	TITLE	DEALERSHIP/COMPANY	E-MAIL
1.				
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No, Ridehailing And Shared Mobility Aren't Denting Desire For Car Ownership

By David Kaplan, Geo Marketing

It's all about "freedom and flexibility" of owning a personal vehicle to ride-hailing services, says NADA's Jonathan Collegio.

The National Automobile Dealers Association has comforting stats for its members who may be wondering if they should start feeling concerned about the rise of ride-hailing and shared mobility: nine-out-of-10 consumers surveyed prefer automobile ownership to using an app to call a car.

The survey of 1,200 consumers was commissioned by NADA and fielded by Luntz Global from March 2-5, 2018.

In a presentation of the survey's results at the 2018 NADA / J.D. Power Automotive Forum, Jonathan Collegio, NADA's senior vice president of public affairs, noted that the survey over-indexed for Millennials. The goal was to see whether having grown up with mobile and on-demand apps, whether there would be any discernible difference between interest in car ownership between younger consumers and the rest of the population.

"We wanted to know: Do technologies coming out of Silicon Valley actually resonate with Millennials? The ideas of automation, AI, are expected as inevitable," Collegio said. "Only 1 in 10 were interested in giving up a personal vehicle in favor of using ridesharing services. The vast majority of consumers – across all age groups, education, and income levels – still wanted to rely on their own vehicle. They do not view owning a car as a nuisance or a cost-drag.

"So people don't want to get rid of their cars," he continued. "Is it a personal preference? A fear of the unknown? Or is there something durable and fundamentally desirable when it comes to car ownership?"

While the survey results indicated that Millennials who live in cities and tend toward the younger end of that cohort do evince greater desire to avoid the costs and issues associated with having a car in crowded and walkable urban environments, for the most part, most Americans still want a car of their own.

"Consumers overwhelmingly prefer the freedom and flexibility of owning a personal vehicle to ride-hailing services," said Collegio. "This sentiment cuts across all demographics and is a durable, fundamental desire of most consumers, even Millennials. Ride-hailing will continue to supplement personal vehicle ownership going forward, but it will not supplant it."

Owning A Self-Driving Car Has Appeal

It's too soon to know whether the recent fatality in Arizona involving an autonomous vehicle operated by Uber and a pedestrian crossing a street may diminish the advance of driverless cars in the short term. Either way, that tragedy followed the NADA survey.

With that in mind, NADA's survey shows consumers are generally open to autonomous vehicle technology, though a clear level of doubt persists.

About 56 percent of consumers said they would buy a fully or highly autonomous vehicle, while 44 percent said they would not.

Consumers by an 80-20 margin would prefer to capture 80 percent of the safety benefits from semi-autonomous vehicles they can still drive, as opposed to 100 percent of the benefit from fully autonomous, driverless vehicles.

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“As an industry we have to understand our customers,” said Collegio. “And as the industry plans for the future, we hope they will more deeply study and investigate how consumers use, value, and enjoy relying on their personal vehicles.”

Among the study’s other topline findings:

- Nine out of 10 respondents (89 percent) said they would rather continue owning a car, versus one out of 10 respondents (11 percent) who said they would prefer using ride-hailing as their exclusive mode of personal transportation. This question was asked after presenting the strongest arguments for the safety, affordability and accessibility of autonomous ride-hailing services.

- This sentiment is overwhelming even among millennials, who prefer vehicle ownership by a 80-20 percent margin. Importantly, millennials in the suburbs or rural areas were six points less interested in ride-hailing than their urban counterparts.

- Consumers overwhelmingly view vehicle ownership as convenience, not a cost-drag or nuisance to own, as several studies suggest. Only 6.5 percent of consumers in the survey viewed owning a car as a hassle or costly nuisance.
- Consumers view wait times as a significant drawback of ride-hailing services. More than 88 percent of consumers said they would need to save at least \$15 per day to incur an hour of aggregate waiting for ride-hailing services over a day. Half of consumers in the survey said they would need to save \$50 per day to incur an hour of aggregate waiting time.

Subprime New-Car Buyers Going Missing From U.S. Showrooms

By John Lippert & Jamie Butters, Bloomberg

- Demand has been steady among shoppers with better credit
- March sales pace may have slipped to slowest in seven months

The American consumers who were stretching themselves to buy or lease a new car are starting to go missing from showrooms.

Rising interest rates and new-vehicle prices are squeezing shoppers with shaky credit and tight budgets out of the market. In the first two months of this year, sales were flat among the highest-rated borrowers, while deliveries to those with subprime scores slumped 9 percent, according to J.D. Power.

The researcher's data highlights what's happening beneath the surface of a U.S. auto market in its second year of decline after a historic run of gains. Automakers probably will report sales in March slowed to the most sluggish pace since Hurricane Harvey ravaged dealerships across the Texas Gulf Coast in August, according to

Bloomberg's survey of analyst estimates.

"There's not a bubble of subprime. But as interest rates rise, it's going to affect" those customers first, said Dan Mohnke, senior vice president of U.S. sales for Nissan Motor Co. "That's the part of the market that's really coming down."

When the financial crisis and recession hit the U.S. a decade ago, many Americans who had been affluent enough to buy new vehicles suffered investment and job losses that hurt their credit scores. During the recovery, lenders took chances on consumers with lower FICO scores, partially on the notion that borrowers prioritize car payments ahead of other expenses. Several financial companies started to tighten their standards more than a year ago.

- Credit Profiles: Subprime customers fell out the market during the recession, then came back fast

Westlake Financial Services has specialized in subprime lending since its founding in Los Angeles thirty years ago. Subprime loans now make up just 55 percent of its portfolio, down from 75 percent five years ago, said David Goff, vice president of marketing.

"Subprime losses increased maybe to pre-recession levels a year or so ago," Goff said in an interview last month. "That caused

Wall Street & Analyst Consensus >>>

U.S. car and light truck sales estimates for March 2018

Change from March 2017

SAAR¹ in millions

Analyst - Company	Change from March 2017			SAAR ¹ in millions	
	GM	Ford	Chrysler	SAAR	YoY change
Jamie Albertine - CER	-	-	-	16.6M	-0.2M ▼
Alan Baum - Baum & Associates	-	-	-	16.9	+0.1 ▲
Ryan Brinkman - JPMorgan	2.7%	3.7%	-	16.8	0.0 -
Jessica Caldwell - Edmunds.com	3.6	2.8	3.3%	16.9	+0.1 ▲
Charlie Chesbrough - Cox Automotive	7.3	1.3	2.5	16.7	-0.1 ▼
Chris Hopson - IHS Markit	-	-	-	16.7	-0.1 ▼
Brian Johnson - Barclays	4.1	-1.4	1.3	16.8	0.0 -
Emmanuel Rosner - Guggenheim	4.6	-1.0	0.7	16.5	-0.3 ▼
Jeff Schuster - LMC Automotive	-	-	-	16.9	+0.1 ▲
Erin Sunde - WardsAuto	7.9	0.9	3.5	16.9	+0.1 ▲
Joseph Spak - RBC Capital Markets	5.4	-0.6	0.3	16.7	-0.1 ▼
Analyst average	5.1%	0.8%	1.9%	16.8M	0.0 -

1 - Seasonally Adjusted Annual Rate: An annualized measure of monthly sales that adjusts for seasonal trends.

Sources: Data compiled by Bloomberg

Note: March had 28 selling days, one more than in 2017.

Continued on next page

you to require a little bit more from the subprime customer. And those people, instead of buying a new car, are switching over to a used car.”

Related: Subprime Auto Defaults Are Soaring, and PE Firms Have No Way Out

The silver lining for those who now find new models too expensive is that millions of lightly used cars and SUVs are now coming off lease, providing a good supply of better-equipped, nearly new models at falling prices.

AutoNation Inc. Chief Executive Officer Mike Jackson projects that even as new-vehicle sales slip again this year, the combined sales of new and nearly new ones will increase, meaning more business for the nation’s largest dealership group and its peers.

The annualized pace of new sales last month was probably about 16.8 million cars and light trucks, according to the average estimate of 11 analysts. That would roughly match the rate in March 2017, which had one fewer selling day.

Among the largest automakers, General Motors Co. is expected to post the biggest sales gain. Only Nissan Motor Co. and combined sales for Hyundai Motor Co. and its affiliate Kia Motors Corp. are seen reporting a drop.

While rising interest rates under Federal Reserve Bank Chairman Jerome Powell will reduce consumers’ buying power, tax reform passed by the Republican-controlled Congress and signed by President Donald Trump largely benefited high earners and may support demand for premium brands and well-equipped models.

Through February, sales of vehicles priced at \$40,000 and up rose by 4 percent, J.D. Power said, while those priced at less than \$20,000 fell by 19 percent.

“On a macro basis, we do see that the luxury side continues to grow; prices continue to go up there,” Henio Arcangeli Jr., Honda Motor Co.’s top U.S. sale executive, said in an interview at Bloomberg News headquarters in New York. “But more in the mass market, pricing is staying firm, so I do say where the industry is probably leaking is on the bottom.” □

U.S. car and light truck sales estimates for March 2018		Change from March 2017				
Analyst - Company		Toyota	Honda	Nissan	Hyundai/Kia	VW/Audi
Jessica Caldwell – Edmunds.com		4.9%	3.9%	-0.7%	-7.4%	12%
Charlie Chesbrough – Cox Automotive		2.2	-0.2	0.7	1.1	4.0
Brian Johnson – Barclays		5.8	3.3	-0.4	1.8	–
Emmanuel Rosner – Guggenheim		3.2	2.1	-1.6	-2.3	–
Erin Sunde – WardsAuto		3.8	1.4	-3.9	-7.2	17
Joseph Spak – RBC Capital Markets		3.2	2.2	-6.4	-7.1	–
Analyst average		3.9%	2.1%	-2.1%	-3.5%	11%

U.S. car and light truck sales March 2018, selling-day adjusted figures		Change from March 2017		
Analyst - Company		GM	Ford	Chrysler
Ryan Brinkman – JPMorgan		-1.0%	0.5%	–
Brian Johnson – Barclays		0.4	-4.9	-2.4%
Emmanuel Rosner – Guggenheim		0.8	-4.5	-2.9
Joseph Spak – RBC Capital Markets		1.6	-4.1	-3.3
Analyst average		0.5%	-3.3%	-2.9%

Sources: Data compiled by Bloomberg Note: March had 28 selling days, one more than in 2017.

GLANCDA DEALER MEMBERSHIP LIST 2017

101 Vermont Hyundai	Central Ford, Inc.	Glendale Infiniti
Acura 101 West	Century West BMW	Glendale Mitsubishi
Acura Of Glendale	Cerritos Acura	Glendale Nissan
Acura of Thousand Oaks	Cerritos Dodge Chrysler Jeep Ram	Glendora Dodge Chrysler Jeep
Advantage Ford, Inc.	Cerritos Infiniti	Glenn E. Thomas Dodge/Chrysler/Jeep
Airport Marina Ford	Chevrolet Of Montebello	H.W. Hunter Dodge Chrysler Jeep
Airport Marina Honda	Circle Audi Long Beach	Hamer Honda
Allen Gwynn Chevrolet	Circle Porsche	Hitchcock Automotive Resources
Antelope Valley Chevrolet	Colley Auto Cars, Inc.	Honda Of Pasadena
Antelope Valley Ford	Community Chevrolet	Honda Of Santa Monica
Antelope Valley Mazda	Crestview Cadillac	Honda of Thousand Oaks
Antelope Valley Nissan	Culver City Mazda	Hornburg Jaguar Los Angeles
Antelope Valley Volkswagen	Culver City Volvo	Hornburg Jaguar Santa Monica
Audi Pacific	Dependable Dodge	Infiniti Of Beverly Hills
Audi Valencia	Downtown L.A. Motors - Mercedes-Benz	Joe Giacomin Chevrolet DBA Martin Chevrolet
Bob Smith BMW/Mini	Ed Butts Ford	Ken Grody Ford
Bob Smith Mini	Felix Chevrolet	Keyes Audi
Bob Smith Toyota	Ferrari Beverly Hills	Keyes Chevrolet
Bob Wondries Ford	Ferrari Los Angeles	Keyes European
Bozzani Motors	Fiat Of Glendale	Keyes Honda
Browning Mazda	Fiat of Puente Hills	Keyes Hyundai
Browning Mazda Of Alhambra	Ford Of Montebello	Keyes Lexus
Bunnin Chevrolet	Frontier Toyota	Keyes Toyota
Camino Real Chevrolet	Galpin Honda	Kia of Alhambra
Capistrano Toyota Scion	Galpin Motors - Ford	Kia Of Downtown
Carson Nissan	Galpin Santa Clarita	Kia of Valencia
Center Acura	Galpin Volkswagen	Land Rover Pasadena
Center BMW	Glendale Dodge Chrysler Jeep	Lexus Of Glendale

GLANCD A DEALER MEMBERSHIP LIST 2017

Lexus of Thousand Oaks	Pacific Volkswagen	The Auto Gallery
Lexus of Valencia	Penske Buick GMC of Cerritos	Thomas Acura
Lexus Santa Monica	Penske Mercedes	Thorson GMC Truck Buick
Livingston Volkswagen	Penske Toyota Scion	Toyota of Downtown LA
Longo Lexus	Porsche of Downtown LA	Toyota Of Glendale
Longo Toyota Scion	Puente Hills Chevrolet	Toyota Of Hollywood
Manhattan Beach Toyota Scion	Puente Hills Toyota	Toyota of Marina del Rey
Martin Cadillac Company Inc.	Rally Auto Group	Toyota Of Pasadena
McKenna Volkswagen Of Cerritos	Reynolds Buick GMC Trucks	Toyota Of Santa Monica
Mercedes Benz of Thousand Oaks	Ross Nissan	Universal City Nissan
Mercedes-Benz Of Beverly Hills	Rusnak Arcadia Mbenz	Valencia Acura
Mercedes-Benz Of Valencia	Rusnak/Pasadena	Volkswagen Alhambra
Metro Honda	Russell Wesbrook CDJR	Volkswagen of Downtown LA
Metro Infiniti	Santa Monica Lincoln	Volkswagen Pasadena
Mission Hills Hyundai	Scott Robinson Chrysler	Volkswagen Santa Monica, Inc.
Motor Village Los Angeles	Scott Robinson Honda	W. I. Simonson, Inc.
Nelson Honda	Sierra Acura Of Alhambra	West Covina Nissan
New Century BMW	Sierra Autocars	West Valley Chrysler Jeep
Nick Alexander Imports	Sierra Chrysler Dodge Jeep Ram	Wondries Toyota
Nissan of Downtown LA	Silver Star Cadillac	Woodland Hills Buick/GMC/Cadillac
Nissan of Duarte	South Bay Ford, Inc.	Woodland Hills Honda
Nissan Of Mission Hills	South Bay Toyota	Woodland Hills Hyundai
Norm Reeves Ford Lincoln Hyundai	Star Ford Lincoln	Worthington Ford
Norm Reeves Honda Superstore Cerritos	Star Mazda	
Norm Reeves Honda Superstore West Covina	Subaru Pacific	
	Sunrise Ford of North Hollywood	
Northridge Toyota/Scion	Super Ford	
O`Gara Coach Company	Symes Cadillac, Inc.	
Pacific Porsche		

ABOUT GLANCD A



O riginally founded in 1957, the Greater Los Angeles New Car Dealers Association provides valuable educational and philanthropic benefits to the Los Angeles Community.

The Association believes that involvement with local charitable organizations makes a positive difference for everyone involved.

Who we are... We are factory-franchised dealers who are committed to serving the communities of Greater Los Angeles County by promoting professionalism within the retail automotive industry. The Association dealer members contribute not only to the economy of Los Angeles County, but also to the well-being and growth of their individual communities.

Who our members are... Our Members are individuals, partnerships, or corporations owning and operating a franchised motor vehicle dealership engaged in the sales of automobiles or trucks and licensed by the State of California and located within the Los Angeles County area.



For more information, please visit the website at www.glanca.org.

MEMBER BENEFITS



Los Angeles Auto Show – in addition to your complimentary ticket package, membership will also get you an exclusive discount on tickets to the Los Angeles Auto Show's annual preview party/charity event on November 19, 2015, along with access to a members-only reception and VIP area.

Regular communication with legislators and government officials dealing with local, state, and federal issues which protects the dealer franchise system and promotes the business interests of our members.

Auto Outlook New Vehicle Sales Data sent to members via our e-newsletter, quarterly magazine, and hosted on our website, with forecast and analysis of new retail light vehicle market, analysis of forecast determinants, comparison with National market, nameplate sales performance, and coverage of vehicle sales in market segment.

Quarterly publication of LA Dealer magazine sent to members.

Special discounts to attend informative seminars with some of the industry's leading speakers.

Special partnership with T.R.A.P. (Taskforce for Regional Auto Theft Prevention) which helps members reduce dealership theft and fraud.

Special discount rate to VIP area of Sneak Preview Night at the L.A. Auto Show. We are the exclusive automobile dealer association endorser of the Show, which helps boost local member sales and reinforces Greater Los Angeles as a hub of automotive design and consumer trends.

Early Warning System - We monitor the state and federal courts in Los Angeles County to alert members when a lawsuit has been filed against them.

Technology Contest for High School seniors to encourage young people to get involved and pursue careers in the auto industry.

Community Service - we are leaders in contributing to worthy community programs in Los Angeles County which promotes the image of new car dealers with the public.

Regular email newsletter to members.

Email alerts to our members when there is important information for them, or when immediate action is necessary.

Collaboration with the California New Car Dealers State Association regarding seminars and legislative and regulatory matters.

Special discounts to attend the CNCDA Annual Dealer Day in Sacramento to meet with state legislators and educate them on dealer issues.

The GLANCD A website which is at www.glanca.org.

Annual luncheon and business meeting of members with a prominent keynote speaker.

Opportunity to serve on GLANCD A Board of Directors.

Released: April 2018

Covering data thru February 2018

Los Angeles Auto Outlook™

Comprehensive information on the LA County new vehicle market

Sponsored by:



Quick Facts

New retail car and light truck registrations in the county slipped 5.7% in February of 2018 versus a year earlier. Note: monthly recording of registrations occurs when the data is processed by the DMV. This can impact the measurement of registrations in individual months.

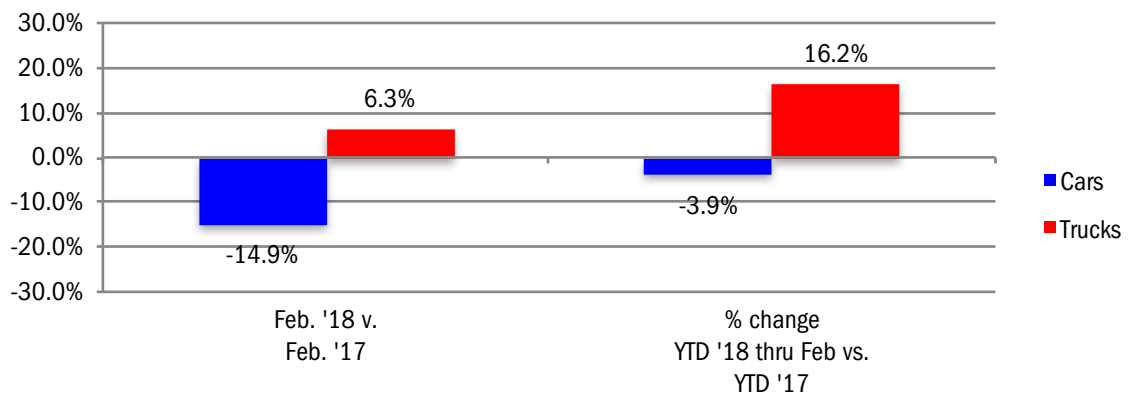
The county market was up 4.8% during the first two months this year versus a year earlier. Light truck registrations were up 16.2% while passenger cars fell 3.9%.

The three month moving average of new vehicle registrations increased in February of this year, the second consecutive increase.

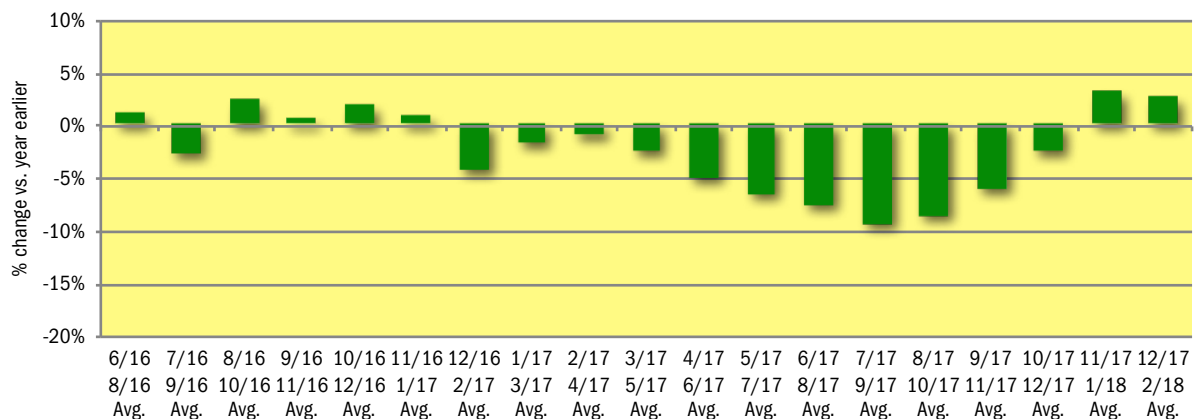
Tesla, Volvo, MINI, Subaru, and Chrysler had the largest percentage increases in registrations during the first two months of this year.

Los Angeles New Retail Car and Light Truck Registrations						
	February			Year to date thru February		
	2017	2018	% chg.	2017	2018	Chg.
Industry Total	36,001	33,937	-5.7%	81,177	85,094	4.8%
Cars	20,467	17,425	-14.9%	45,912	44,117	-3.9%
Light Trucks	15,534	16,512	6.3%	35,265	40,977	16.2%
Detroit Three	7,462	6,468	-13.3%	16,187	16,445	1.6%
European	7,184	7,037	-2.0%	17,841	18,962	6.3%
Japanese	18,675	17,805	-4.7%	40,886	43,438	6.2%
Korean	2,680	2,627	-2.0%	6,263	6,249	-0.2%

Percent Change in Los Angeles County New Retail Light Vehicle Registrations



% Change in Three Month Moving Average of New Retail Registrations vs. Year Earlier



The graph above provides a clear picture of the trending direction of the LA County market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate due to such factors as the timing of manufacturer incentive programs, weather and title processing delays by governmental agencies.

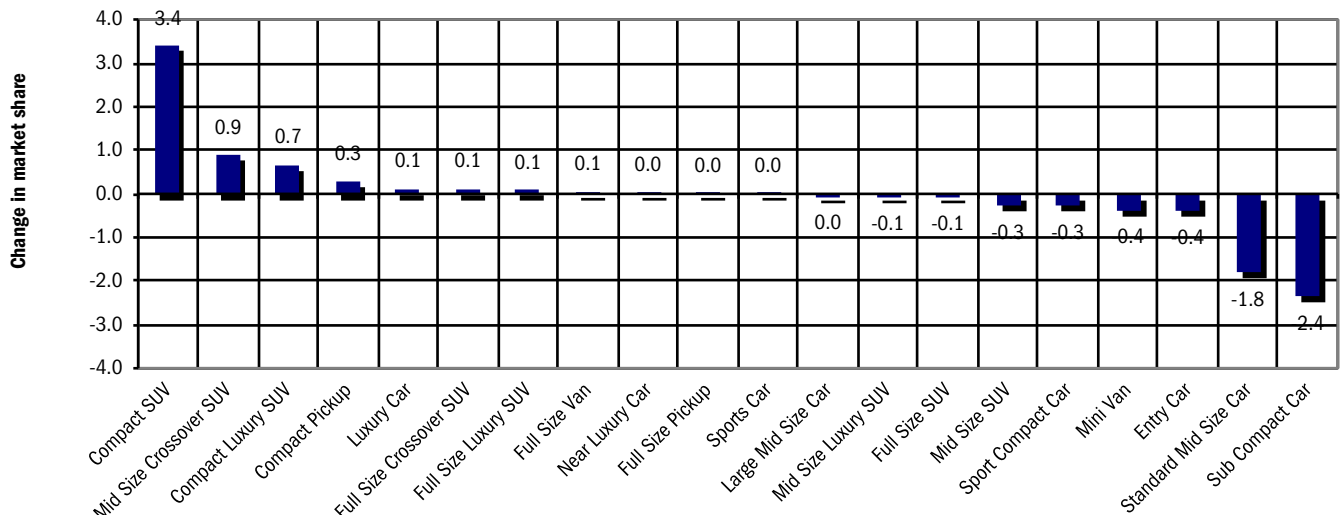
Data Information

All data represents new and used vehicle retail registrations in Los Angeles County and excludes fleet. Please keep in mind that monthly registration figures can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results. Green shaded areas in tables represent the top ten ranked brands. Data Source: AutoCount data from Experian.

New Vehicle Market Brand Registrations

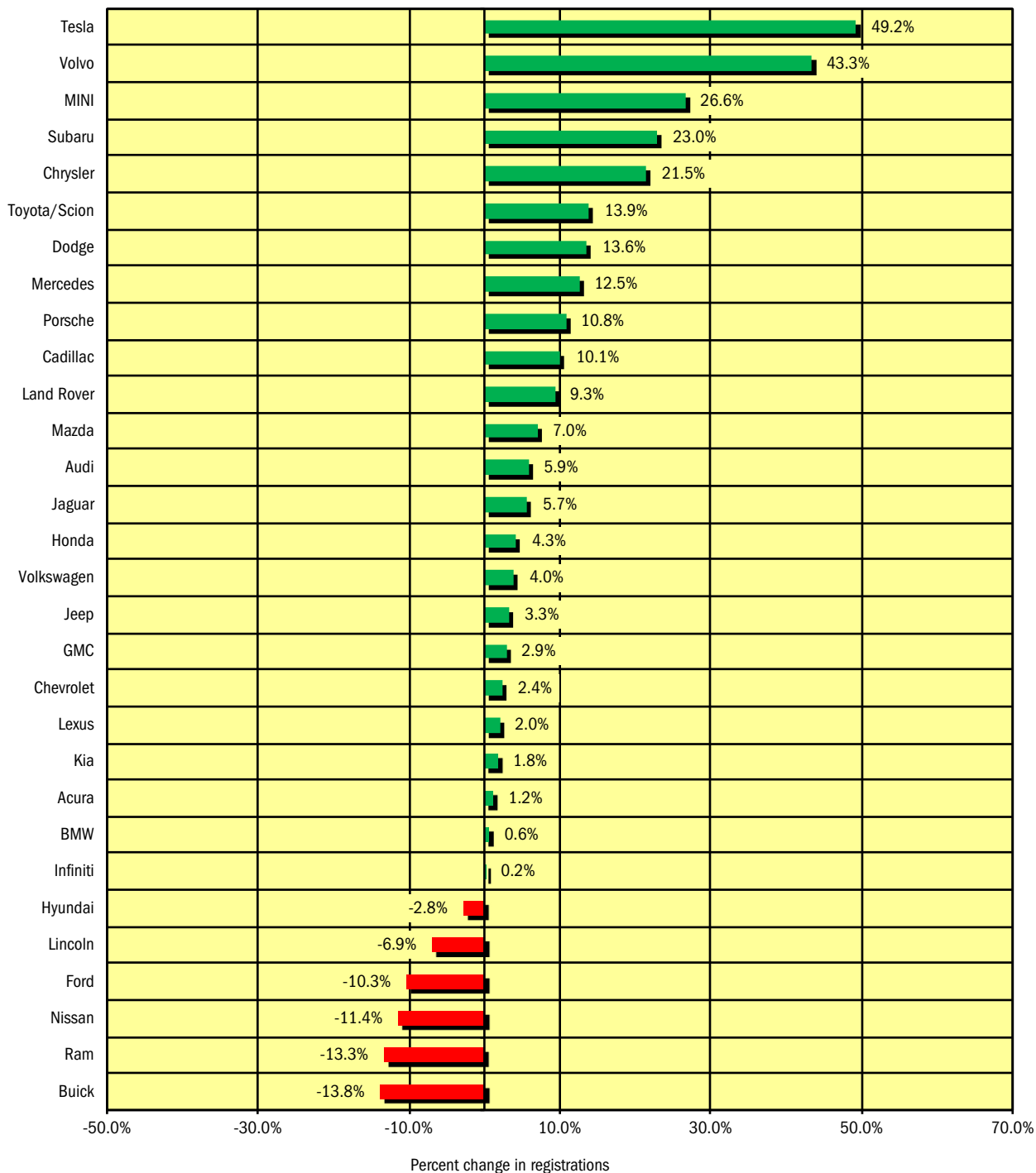
Los Angeles New Retail Car and Light Truck Registrations									
	February			Year to date thru February			YTD Market Share (%)		
	2017	2018	% chg.	2017	2018	% chg.	2017	2018	Chg.
TOTAL	36,001	33,937	-5.7%	81,177	85,094	4.8%			
Acura	363	338	-6.9%	866	876	1.2%	1.1	1.0	0.0
Audi	1,143	1,043	-8.7%	2,578	2,729	5.9%	3.2	3.2	0.0
BMW	1,620	1,360	-16.0%	4,321	4,348	0.6%	5.3	5.1	-0.2
Buick	129	124	-3.9%	319	275	-13.8%	0.4	0.3	-0.1
Cadillac	209	213	1.9%	464	511	10.1%	0.6	0.6	0.0
Chevrolet	2,576	2,008	-22.0%	5,270	5,397	2.4%	6.5	6.3	-0.1
Chrysler	135	113	-16.3%	279	339	21.5%	0.3	0.4	0.1
Dodge	505	513	1.6%	998	1,134	13.6%	1.2	1.3	0.1
Fiat	319	99	-69.0%	640	254	-60.3%	0.8	0.3	-0.5
Ford	1,884	1,549	-17.8%	4,167	3,738	-10.3%	5.1	4.4	-0.7
GMC	389	334	-14.1%	863	888	2.9%	1.1	1.0	0.0
Honda	5,706	5,113	-10.4%	12,074	12,590	4.3%	14.9	14.8	-0.1
Hyundai	1,156	1,039	-10.1%	2,740	2,664	-2.8%	3.4	3.1	-0.2
Infiniti	458	515	12.4%	1,240	1,242	0.2%	1.5	1.5	-0.1
Jaguar	177	129	-27.1%	367	388	5.7%	0.5	0.5	0.0
Jeep	998	868	-13.0%	1,972	2,038	3.3%	2.4	2.4	0.0
Kia	1,524	1,588	4.2%	3,523	3,585	1.8%	4.3	4.2	-0.1
Land Rover	411	383	-6.8%	858	938	9.3%	1.1	1.1	0.0
Lexus	1,379	1,573	14.1%	4,187	4,271	2.0%	5.2	5.0	-0.1
Lincoln	137	117	-14.6%	333	310	-6.9%	0.4	0.4	0.0
Maserati	97	67	-30.9%	268	178	-33.6%	0.3	0.2	-0.1
Mazda	767	744	-3.0%	1,784	1,909	7.0%	2.2	2.2	0.0
Mercedes	1,630	1,783	9.4%	4,627	5,207	12.5%	5.7	6.1	0.4
MINI	204	246	20.6%	470	595	26.6%	0.6	0.7	0.1
Mitsubishi	121	124	2.5%	265	274	3.4%	0.3	0.3	0.0
Nissan	2,312	1,928	-16.6%	4,903	4,344	-11.4%	6.0	5.1	-0.9
Porsche	323	376	16.4%	716	793	10.8%	0.9	0.9	0.0
Ram	331	254	-23.3%	730	633	-13.3%	0.9	0.7	-0.2
smart	20	11	-45.0%	55	20	-63.6%	0.1	0.0	0.0
Subaru	1,082	1,103	1.9%	2,220	2,730	23.0%	2.7	3.2	0.5
Tesla	169	375	121.9%	792	1,182	49.2%	1.0	1.4	0.4
Toyota/Scion	6,487	6,367	-1.8%	13,347	15,202	13.9%	16.4	17.9	1.4
Volkswagen	990	1,120	13.1%	2,378	2,472	4.0%	2.9	2.9	0.0
Volvo	173	217	25.4%	404	579	43.3%	0.5	0.7	0.2
Other	77	203	163.6%	159	461	189.9%	0.2	0.5	0.3

Change in New Vehicle Segment Market Share - YTD 2018 thru February vs. YTD 2017



Data Source: AutoCount data from Experian.

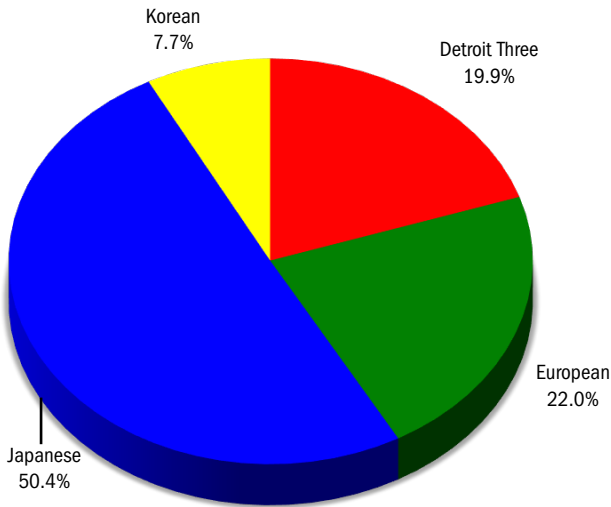
**Percent Change in Brand Registrations
YTD 2018 thru February vs. YTD 2017
(Top 30 selling brands)**



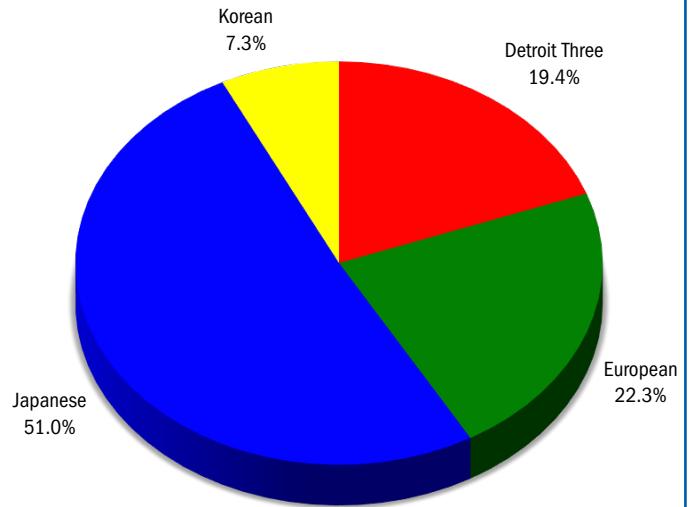
Data Source: AutoCount data from Experian.

Market Share for Japanese, Detroit Three, European, and Korean Brands - YTD '17 thru Feb. and YTD '18

YTD 2017

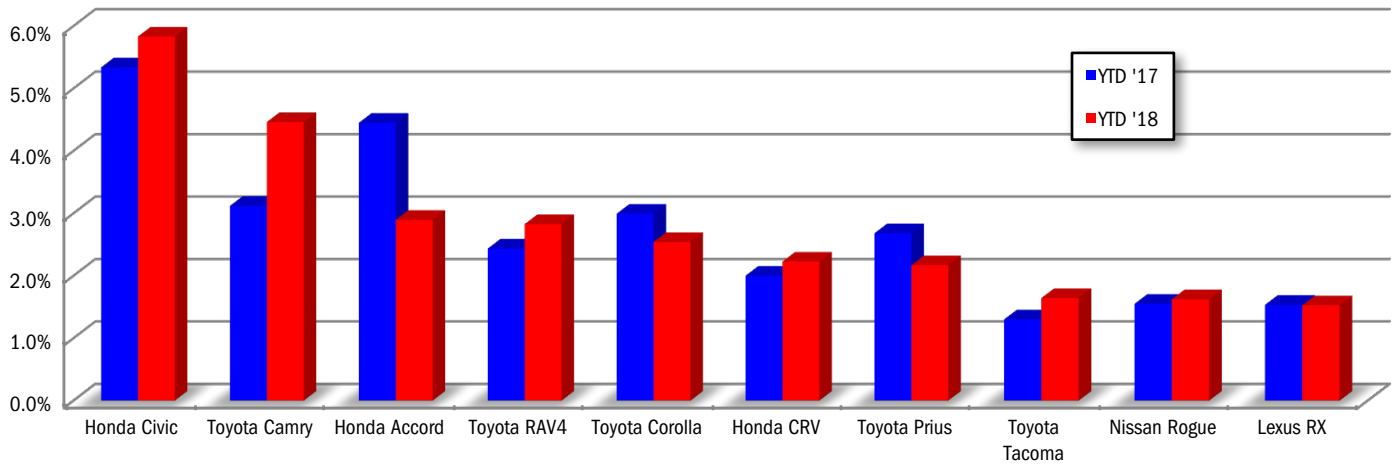


YTD 2018



Data Source: AutoCount data from Experian Automotive.

Market Share for Top 10 Selling Models in LA County - YTD 2018 thru Feb. and YTD 2017



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AutoCount data from Experian is the data provider for Los Angeles Auto Outlook.